

Name: Nikhil Rana

Contact No: 09464540054

Email ID: nikhilrana5515@gmail.com



Career Objective

To seek a challenging position, with an opportunity for career growth and achieving the company objective.

Key Skills

- Objection handling and gaining commitment.
- Proficient in Identifying quality lead and strategic prospecting.
- Time management and project management skills.
- Proficient with network related issues based on hardware and software level.
- NISM -8, NISM -5 & IRDA Certified

Educational Qualifications

Course with Specialization	Institute/College	University/Board	Year of passing	% / CGPA
PGPM (Marketing + Operations)	ICFAI Business School Pune	ICFAI Business School	2017-19	7.91
B. TECH (ECE)	CGC Faculty of Engg. Gharuan, Mohali	Punjab Technical University	2014	68 %
XII	St. Xavier Sen. Sec. School, Bathinda	CBSE	2010	73%
X	St. Xavier Sen. Sec. School, Bathinda	CBSE	2008	78%

Work Experience

Organization: Aditya Birla Money Limited

Equity Dealer

23 March 2021 – Present

Key responsibilities:

- Involve in buying and selling securities involving properties or other short term automated trading models.
- Research and identify trading strategies and methods leading to greater profit and income for client.
- Evaluate financial risk and decide on important daily task of an equity trader based on available data.
- Attain through knowledge about stock market terms and trading practices.
- Ensure all trading transaction are legitimate and comply with government laws and policies to avoid law suits and other penalties.

Organization: ICICI Securities Limited

Senior Relationship Manager

22 April 2019 – 1 December 2020

Key responsibilities:

- Calling and meeting customers to help and guide them with website portal.
- Cross selling various Third-party products.
- Helping the customers in building up a wealthy portfolio.
- Helping the customer by financial planning which will help them to meet their desired future goals.
- Acquiring new customers and retaining the existing ones by providing adequate services to them as a financial doctor.
- Building long-term relationships with clients and working quickly to address and resolve customer issue

Organization: Spice Digital Limited, Chandigarh

Spice IT Department

September 2014 – May 2016

Key responsibilities:

- Assets & Inventory management of Laptops, Desktops, Servers, Switches, Wi-Fi and providing new employees with new assets.
- Installing OS and maintaining assets for their effective working and troubleshooting if any of them goes faulty.
- Ensuring effective working of all the Network Hardware (Wi-Fi & LAN) and keeping record of the downloading mechanism and resolving issues faced by users

- Daily health check of all the Hardware present on site and ensuring effective working of IVR short codes.
- Providing the Spice Office team with various daily, weekly and monthly reports along with activity monitoring sheets and progress charts.

Achievements

- Achieved Rank 2nd in Mumbai Region for retaining Equity Non-Trading and Stop Trading Customer.
- Achieved Rank 2nd in Mumbai Region for generating highest Revenue from Equity Customer.
- Increased daily revenue of BSNL voice chat service to reach heights of Rupee 5 Lakh/Day.

Summer Internship during Post Graduation

Organization: Systools Software Private Limited, Pune

Duration: 3.5 Months (February 19, 2018 – May 25, 2018)

Designation: Marketing Intern

Project Title: Lead Generation & Email Marketing

Key Responsibilities:

- Collection of secondary details about various organizations and their management key personnel from the internet.
- Worked on various project during SIP like: Equity shareholder companies, Microsoft exchange partners, Microsoft SQL partners, Top 50 Law firms and Manufacturing Companies in Mumbai.
- Worked on various tools & websites for finding email ids of the potential customer.
- Sending emails to new leads gathered, briefing about the products and services in order to expand the business.
- Generated 30 new leads during internship out of which 5 were converted into final customer by the sales team.

Hobbies/Interests

- Sports- Playing Table tennis & Cricket.
- Listening to Music.

Personal Details

Date of Birth: 15-06-1992

Languages Known: English, Hindi & Punjabi

Permanent Address: House No. B-149, N.F.L Township,
Bathinda, Punjab (Pincode-151003)